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SPECIAL FEATURE--"A Beginning in Poultry"

The

Industrious Hen

**An Illustrated Monthly Magazine
Devoted to Practical Poultry Culture**

Volume 1.

DECEMBER 1904.

Number 7.



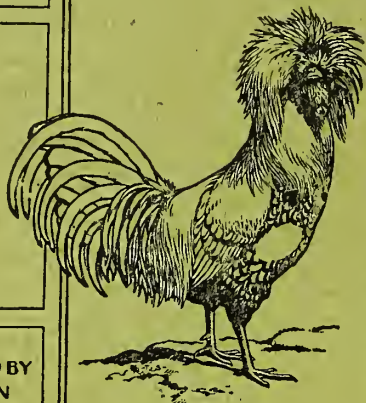
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The Industrious Hen

Volume 1.

DECEMBER, 1904.

Number 7.

A Beginning In Poultry.

J. H. SLEDD.

In assuming to give advice to a beginner whose aim is to establish a profitable business as a Fancier and breeder of pure bred poultry, we realize that advice is easy to give, but hard to take, especially when it does not coincide with our own views, and that in the poultry world as everywhere "Experience is the best teacher," although she often keeps an expensive school.

Glittering generalities and theoretical writings are abundant. Theories that have been thoroughly tested and theories that have been proven of avail and valuable are what the beginner needs. To read that some fancier has an income of thousands can only serve to arouse his ambition, and stimulate his zeal. Practically the matter is of no service to him, unless he can learn to do the trick. Knowing these things are true and how alluring and deceptive they are—how prone the beginner is to look at the business through rose-colored glasses—how he sees only resultant profits from the business and no possible losses—how he can mount by leaps and bounds to eminence as a fancier and breeder and line his coffers with the glittering gold—knowing all these things our purpose shall be to instruct the beginners as best we may from our own experience being

as concise and pointed as we may be in all we shall say.

Do not enter the business at all unless you have a love for fowls and a special adaptability for details—little things. As in the various vocations of life that man prospers who has the greatest love for his profession, so the fancier succeeds best who has an inherent love for his fowls and a love that grows and develops into a passion. No mild attack of "hen fever" will bring success, it must be of a virulent form with no convalescing periods.

Adaptability to details is as essential as love for your birds. The closest scrutiny of every part of your fowls surroundings—the minutest care as to their daily food and drink—the most vigorous inspection of comb and eye and feather—the absolute abhorrence of all filth—these and a thousand other little things will demand your strict attention and try not only your patience and fortitude, but your courage as well. Attention to the seemingly trivial things is the key to success in other walks of life—so in the poultry industry.

Having then the love for fowls and knowing that you possess the necessary courage to master details and the carefulness essential to a strict attention to the little things, with a full realization of the fact that the road be-

fore you has its sloughs of Despond as well as its hills of Delectation, you are prepared to count your capital and select your breed.

The capital may run into the thousands or it may be limited to only a few dollars. It will depend largely on how expensive you make your houses and how you purpose stocking them—whether you propose using artificial or natural methods of incubation—the first method calling for an outlay for incubators and brooders. For a beginner one who would be a success, we believe the natural hen incubator to be the best and the amount of capital invested should be limited. It is best, no matter what the depth of your pocketbook, to begin in a small way and as the business is mastered add to it. Begin low and go slow. Do not put all your eggs in one basket. Having the amount you purpose putting into the business set aside, determine how much of it you will devote to houses and runs, how much will be necessary to purchase feed before you can expect any income, how much you can invest in stock or eggs, now set aside a liberal amount for contingencies, some for your stationery and advertising at a later date.

Your breed is next to be selected. In making this choice as far

as may be gratify your fancy, having in mind the surroundings you can give your birds and the whims of the trade to which you propose to cater. If your space is limited select some one of the American or Asiatic breeds as they stand confinement better than the Mediterranean class.

Whatever the breed chosen, devote your time, your talents and energies to a perfect mastering of all its characteristics. Study it, not only from an embryonic state but before, begin with the mating that produced the embryo and follow it to maturity.

It is to be hoped that in the amount of capital set aside for the purchase of your foundation stock you were no niggard. Perhaps the quickest, and some say the best way is to invest in a trio or pen. Bear in mind the fact that you are purchasing not only the stock but the outcome of years of experience and labor. The best plan is to enclose the most liberal amount you can to a reputable breeder and tell him that you hope one day to be a fancier yourself and that you will appreciate the best proper mating of trio or pen that he can send you for the sum enclosed, and in nine cases out of ten you will receive honest treatment.

Should you prefer to buy eggs—and from our own experience we believe that to be best and we have done both—order your eggs early and be sure you have an old motherly hen ready to incubate them. When the eggs are received keep them at least twenty-four hours before giving them to the hen. After she is set let her alone; she understands her business better than you do and does not wish to be monkeyed with. See that she has food and drink and a good dust bath and she will attend to the details.

Do not expect every egg to hatch nor every chicken hatched to reach maturity and become a

prize winner. Adequate accommodations for your fowls are indispensable. They need not be expensive but should be built with an eye to the needs of your birds and so constructed as to afford as little lodgement for vermin—the dread of every fancier—as possible so built as to be easily cleaned. Designs for such buildings are innumerable and every one can gratify his own taste in this matter. Be sure they are warm for biddy delights in eternal summer.

We presume you still have your inherent love for fowls, your courage to master details, your houses and runs built and your stock either reared or purchased, yet you have many things to learn ere you can count yourself a successful breeder of purebred fowls or claim recognition among the fanciers.

There is no short cut to success. It is, however, the sure reward of patient work and unremitting care. You must possess a practical, not theoretical, knowledge of your birds. A keen discernment of all symptoms of disease and know how and what remedies should be used. As in the busy marts of trade and the professions, the laurel wreath crowns as victor the one who has put forth honest earnest effort;

so in the poultry profession or industry, if success would be won there must be not only honest effort but strict attention to details, a catering to the whims of a capricious public, strict integrity and thorough business principles.

Having mastered as far as may be the characteristics of your birds and feeling sure that you have something that is A-1 in quality—something that will rate way up when measured by the standard—let the public know it. You cannot afford to hide your light under a bushel. You may have the very best, but they will prove profitless unless you make

the fact known. Advertise your stock as your own, do not enter the field of the fancier and breeder by sailing under somebody else's flag, but boldly throw your own pennant to the breeze, strikingly, persistently. Let the reading public become accustomed to seeing your name and business in print. In your business a meagre use of printer's ink means meagre returns and an empty pocket-book.

Answer all inquiries for stock and eggs promptly and courteously, giving an honest estimate and description of your birds. In fixing a price on your stock or eggs give such a price as is commensurate with their value and do not cater to the cheap John trade. Be a fancier and not a huckster. Know that you are giving value received and do not be at all dismayed if some purchaser writes you a letter using the most vigorous language at his command condemning you, your stock and your methods. Write the disgruntled one a polite but preemptory letter returning the purchase money and requesting the immediate return of your stock. Such parties are usually chronic kickers or fakers. There are such in the trade and it is wise to steer clear of them.

Deal with your patrons as if you expected to serve them again and not on the theory that "a sucker is born every day in the year." Study your standard until you are absolutely familiar with all the the points, at least, of the variety you keep. Judge your birds severely and never ship a cull as a breeder. While a few cents more may be had for them from some one who wishes a cockerel to mate with dunghill fowls or you may succeed in palming them off on some novice, yet believe me the recoil will be disastrous. Dispose of such birds by either consuming them at your own table or market

them as dressed poultry. In shipping fowls see that they are properly crated and in proper condition. See that eggs for hatching are fresh and neatly and securely packed.

Secure for your patron the very best express rates obtainable. Do nothing in a haphazard or slipshod way. Let your stationery bear your imprint and letters neatly written, concise and with the ring of business in them. Never be over-sanguine nor on the other hand pessimistic. Remember that Rome was not built in a day nor is a reputation as a fancier and breeder to be won in a season. Such a reputation and the success incident thereto come only after years of toil and patient waiting. That so many have been shipwrecked is the result of a lack of a steady hand at the helm—one whose visions of success and renown in the profession have not been made too roseate by the thoughtless writer, who ignoring the rungs in the ladder by which those now eminent have reached their positions of prominence and profit, writes only of the golden harvest that they are now reaping. Select the best birds in your yards and enter them at a poultry show. Go with them yourself and compare them with birds of the same breed from other yards. If no prize is won, you will yet gain valuable lessons—lessons that will be of incalculable worth to you.

Subscribe for and read and study the cream of the poultry press—try few, if any experiments, give attention to details, be possessed of stick-ativeness, be liberal in the use of printer's ink, give value received, keep only the best, be prompt with your correspondence, keep always and eternally at it and success will be yours.

POULTRY ON THE FARM.

It requires no extra capital for a farmer to take care of his poultry except to build a cheap, comfortable poultry house. The time required in giving them the proper attention pays him one hundred per cent. more than the same time devoted to any other farm work. The returns from poultry are quicker than any other business on the farm; the product is marketed in the most concentrated form. Material on the farm is utilized by poultry that would otherwise be largely wasted. The skim milk consumed by several hundred hens per annum pays much greater profits than fed to hogs. The farmer should decide on what breed he prefers and stick to that breed, and not have so many strains mixed promiscuously, as are usually found upon the farm. It pays just as well to have good blood in fowls as it does in cattle or sheep or any other stock. It does not pay to raise any kind of scrub stock. A year old hen or pullet of good blood will make a profit of \$1 to \$2 per annum, while a four-year old scrub hen will eat her head off twice over in the same time.

The profit in poultry is not appreciated because it is an income coming in small amounts on an average farm, but its constancy makes a surprising accumulation at the end of the year.

We know a farmer who owns a farm of nearly 200 acres who, when the tax collector came around one year, had to get the money from his wife to pay him, and she told us she made every dollar from her poultry, and had also paid the grocery bills during the year.

The low price of farm products which have prevailed in late years has driven many of the Western farmers to give more attention to other lines than "corn or wheat," and the helpful hen has

lifted many a man out of a hard place. The Southerners are sometimes a little slow to get out of the old ruts and try new methods.

We can never hope to gain a reputation for right dealing unless we do what we say we will; unless we send out what we advertise, and show men we mean to give them what they buy—returnable if not satisfactory.

The world is very shamming, it is true; but may we not start a revolution of justice, honesty and square dealing in the poultry world to-day, and once more establish confidence—a quality that is fast losing itself in the busy whirl of money-making?

And still Tennessee is to the front. In a personal letter E. E. Carter, Knoxville, Tenn. tells us that his birds won at Charleston, S. C. as follows; 1st Cockerel, 2nd Cockerel (tie), 4th pullet and 1st Pen. These were not the birds that won at St. Louis. So you can see that Carter has the winners in his yards.

You should advertise your stock and eggs in THE INDUSTRIOUS HEN. The paper that is making large sales for others in all sections should make large sales for you. Give it a trial and be convinced.

There are many reasons why the mongrel flock should be discarded. One of the most near the surface is the fact that a coop of chicks uniform in size and in color will bring the larger price upon the market.

Read the article from Rev. Joseph R. Payne, found in another column. Such commendation does us good. We shall use every effort to continue to deserve such words of praise.

"The Industrious Hen"

The Advancement of
A Great Industry

H. E. BRANCH
ARCOLA, MO.

(Copyright Applied For.)

The Year Book of the Department of Agriculture for the year 1902 gives the value of farm poultry products of the U. S. for 1899 at \$281,178,244.00 from farms alone. This income was from a capital stock in fowls valued at less than \$70,000,000.00 showing an annual income of over 400 per cent on capital invested. Over half this income, or \$144,286,370.00 was from eggs alone. Now if we assume, and I think it fair to do so, that half of our capital stock, \$35,000,000.00 is invested in turkeys, geese and ducks, it gives us an annual income of \$212,732,308.50, or more than 600 per cent on \$35,000,000.00 invested in chickens. From these official figures we learn that egg production is far and away the most significant and important element in successful poultry culture. Performance at the egg basket, and not in the show-room, has made the egg producing hen the chief factor in a great industry and a prominent figure in the world's great markets. It is successful performance that always gets the money and the applause. Take away the markets, the demand for its products, and poultry culture would die from heart failure in twenty minutes. Fact! The increase in farm poultry from 1889 to 1899 is not given but the egg increase is given at 474,095,228 dozen, or an increase of 584 per cent. Assuming that increase continued during the part of five years and also adding the advance in prices of poultry and its products, we will find the value of poultry products from the farm for the year 1904 in excess of a grand total of \$351,472,808. There is no other branch of

agricultural industry or breeding that will pay 400% or 600% upon the investment. As an agricultural business proposition there is nothing that will beat intelligent poultry culture and no one is so well situated to pursue it successfully as the farmer, and the enormous income to be derived from its pursuit will certainly appeal to the intelligence of the farmer as a safe business proposition and one to be courted. No other line of breeding promises so well for the future. With eggs weighing from 18oz to 28oz per dozen and supplying an appetizing nutrition, healthy, well balanced food ration more desirable than meat and at ruling prices being cheapest of the two, an increased demand for eggs in the future is a fixed factor that should be kept in view. While the growth of the industry has been marvelous and the immensity of its products as a commercial factor is startling an intimate relation to farming and farm poultry management in the past fully convinces me that intelligent care for this great industry will almost or quite double the product without additional expense. The hen has been working under adverse conditions and no thought or care has been given to her breeding or intelligent management. Unaided merit has compelled for her the respect and praise of the commercial world. With horses, sheep, cattle and swine the farmer exercises intelligent care and management, selects his choicest specimens for breeding purposes, but Biddy is left to shift for herself. She may roost on fences and in trees, forage for a living and no thought has been given to her

improvement through proper selection and care in breeding. In fact the machine has been left to run itself. Breeding quarters for poultry on the farm and the selection of the choicest specimens for breeding purposes are not entertained. Each farmer should have a yard devoted to breeding purposes alone and should select his best specimens for that purpose. It is economy to do so. I have visited farms in the past year where thirty or forty old mongrel cocks were running with the flocks spoiling eggs and consuming food that should have been employed in egg production. Had these useless birds been sold when weighing 3 and 4 lbs each as cockerels, they would realized from \$12.00 to \$20.00, a sum amply sufficient to enclose a good breeding yard. Those old cocks consumed at least \$25.00 worth of food, a sum sufficient to complete the equipment of a good breeding yard. Many of the cocks and hens now employed in breeding are worse than worthless being an actual detriment to flock improvement. We must change our methods. The intelligent workman selects tools or machinery adapted to his purpose and that will conserve economy in construction of desired products. An idle machine gives no income. To give best results the machine must be kept in perfect working order and constantly employed during its useful periods. A hen is simply an animated machine carrying the qualities, traits and propensities transmitted to her ancestry—neither less nor more. If the ancestors of the hen were great egg producers, the hen, if given the proper environment,

care and raw material for egg production, will prove a successful egg machine. Time, selection and care in breeding will fix a type called a pure breed possessing certain undeveloped useful proclivities. To fix a breed type with prepotent traits requires at least a half a century and the demand should be very marked and urgent utterly beyond the scope of existing breeds, to stimulate the creation of a new breed type with undeveloped useful propensities. It is more intelligent to select an old, well established breed type with partially developed desired propensities and then continue this development to a high degree of excellence than to waste money, time and energy in monkeying with half fixed, uncertain new breed types that are not demanded and not wanted. The market calls for no trait that is not possessed by and partially developed in our old well established breeds, hence we are wasting money, time and energy to no legitimate purpose in fostering new breeds. Old and successful breeding associations recognize these facts and confine their energies and intelligence and employ their means in developing to a higher degree of excellence the useful proclivities for market products of old well established breeds. For centuries breeders have devoted their concentrated energies and intelligence to the development of the modern Short-horn to its present high degree of excellence as a traction beef machine. The more limited the breeds and the greater the concentration of energy and intelligence on a few breeds the greater the success. Had those breeders diffused that energy and intelligence among many breeds, as is done in the poultry world, it would have made the development of such animals as Proud Archer, Merry Hampton, Viscount of Anoka, Hampton's Best, First-in-the-

Ring; Choice Goods, Master-of-the-Ring, 18th Duchess of Geneva and Ruberta into beef machines of superlative merits an utter impossibility. Breeds of horses, cattle, sheep and swine are very few in number and those are all old breeds. Intelligence always concentrates energies when an accomplishment of a great purpose is demanded. Wisdom moves along well defined lines having a definite purpose in view. I have called attention to these facts before in hopes of pointing a moral. At the risk of being tedious I repeat in order to emphasize the true purpose of intelligent poultry breeding. There is method in my madness.

Chickens are bred primarily for eggs and secondarily for meat. Statistics of values of poultry products make this fact so plain and emphatic that a fool cannot err therein. Our course is plain and our purpose well defined. Like successful breeders in other lines of live stock we can best serve our purpose by concentrating our resources on a few old breeds of established traits that are best adapted to our purpose, and then develop those traits to the highest degree of excellence possible. Farmers can't afford to waste their time and energies in developing and improving the wonderful (!) new breeds that can demonstrate no intelligent reasons for their existence. Twenty years hence the Orpingtons, Sherwoods, Red Caps, White Wonders, Buckeye Reds, Black Miners, etc., will be merely memories, reminiscences. "Fancy" will take a back seat while Intelligence will make the Industrious Hen bigger in commerce than the cow. In placing in this article important and necessary breeding information and rules of conduct to be accepted and employed by successful farmers that are usually omitted from poultry literature, I have digressed but must return to the

farmer's poultry yard.

Money derived from needless old cocks sold as cockerels and from food thereby saved will equip a breeding yard, hence cost is not an item for our consideration as we are simply employing waste material to useful purpose. The yard should be large and commodious and enclosed by No. 16 wire netting with No. 12 wires running lengthwise every foot to give additional strength. Posts should be of the best quality and firmly planted with a board nailed to the bottom. The netting should be at least 5 ft. wide but 6 ft. would be better. A piece of pointed lath 12 in. long nailed to top of post and projecting 9 in. above will prevent fowls from alighting on posts and thus escaping from yard. Such a fence as described will be cheaper in the end than a lighter fence. The yard should be divided into two equal parts with a gate opening between. If the yard can be so arranged as to admit a horse and plow, plowing up the yards occasionally will prove of material value in adding to comfort and health of flocks. The yard containing breeding quarters should be sown to rye in Fall for Winter and early Spring forage. The other yard should be sown in the Spring to rape or cow peas. At the proper season open the gate throwing the two yards together and plow the first yard up. The hens will enjoy the fresh soil. During the breeding season I prefer a shed roof alone. 12x20 is a good size. It should be 6 ft. high at the south and slope to 4 ft on the north. By having portable sides and ends made for adjustment, or setting fodder around it, it can be converted into Winter quarters for 25 or more fowls.

(To be continued.)

The Industrious Hen

Devoted to Poultry.

Entered as second-class matter July 25, 1904, at the post office at Madisonville, Tenn., under the Act of Congress of March 3, 1879.

REESE V. HICKS, - - - Publisher.

PUBLISHED ON THE 15TH. OF EACH MONTH AT MADISONVILLE, TENNESSEE.

SUBSCRIPTION PRICE 50c YEAR.
See special Club Rate in this issue.

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BREEDERS' PLAIN CARDS will be run at the rate of one cent per word each insertion. Numbers and initials count as words. No card taken for less than 25c

December, 1904.

Our contemporaries are still busy with their criticisms of the management of the Poultry Show at the Worlds Fair and of the American Poultry Association and incidentally of the work of Mr. Sewell in getting out the illustrations for the Standard. We, like others, think that there has been a looseness in the business methods of the Association that would not be countenanced in the commercial world, but we are not fretting and frothing at the bit. We are anxious to see the Standard and expect to own a copy provided we are in the land of the living when it comes from the press. As long as it is recognized as the only guide for poultrymen we must have it if we propose to breed our birds according to its teachings and this we have to do if we enter the various shows, for in them it is the inflexible law governing the judges decisions. It is a great pity, but it is true, that the great army of poultrymen are at the mercy of the "400."

THE INDUSTRIOUS HEN is, however, using her best efforts to promote the industry in every legitimate way and feels confi-

dent that right will eventually rule. That there will come a time when the great army of those who are rearing pure bred poultry for pleasure and for profit, and who enjoy sending specimens of their best birds to the show room that their neighbors may see what they are doing and can compare notes, devise plans and lay schemes, will rise in their might and assert themselves. That commercialism is the very rock on which rests the entire business must become a recognized factor in the doings of the Association if it would continue to live. Even the wealthy ones love to hear the chink of the dollar when it drops into the till and they all look for some revenue from the investment else they would not invest. With the masses it is the hope of profit that spurs them to action and the fancier had as well go out of the business and to ignore the demands of this vast assemblage. We are in full accord with the interests of the breeder of pure breds. We believe in and advocate the shows. But we do most earnestly believe in the production of eggs and meat and we advocate the use of pure breeds because we know that they are worth more for such work than the dunghills of our ancestors.

Elsewhere in our columns will be found an article from the pen of Judge Owen, of Athens, that is worthy the careful consideration of every practical poultryman in the State.

There should be a State Poultry Association and no time is ever better than the present, so why not get together and perfect such an organization at once. "Strike while the iron is hot." Delays are dangerous. We heartily agree with Judge Owen in what he has to say in regard to the South having the birds and the men, and we go further and

say that they have the grit to show their birds, for, does not the Judge, himself, carry off many prizes outside of his native state? Our belief is that all that is needed is for some one to take the initiative and the opening has been made. We can see no reason why the breeders should not get together at once and perfect a State organization and then go in for a show to be held at Knoxville the last of February. This will give two months to do the work and with such men as the poultry fraternity can and will furnish, it could be made a success. THE INDUSTRIOUS HEN, her editor and her publisher can be counted on to do all in their power to foster and build up such an association and to do their full share in bringing a show to a successful issue if the breeders should decide to hold such an one. The arguments for such an organization are many and will be forthcoming at the proper time.

The poultry industry of the South is rapidly becoming recognized as an important factor in the commercial world and will soon be of such importance as to demand more attention than it now receives. If our people could be made to appreciate the value of pure bred stock over dunghills they would achieve success sooner. The many poultry shows being held are proof of the interest that is being manifested and they are demonstrating to the unbelieving the value of the thoroughbred.

It is a real pleasure to note that there are many of the journals that are now coming to our way of thinking and that more stress is being laid upon the commercial side of the industry.

THE INDUSTRIOUS HEN is growing with leaps and bounds.

MATING TO RAISE SHOW BIRDS

Conclusions Arrived at After Years
of Careful Study and
Experience.

It is time now that the breeding pens were mated up and the incubator at work. Cockerels and pullets to be ready for next fall's shows should be hatched early, if of the American or Asiatic breeds and March is none too early for the other classes. It is true that lack of weight does not apply before the 1st of December, but the bird that is underweight is not a fair specimen in his class, and to say that the addition of the points lost by a cut in weight is the proper score is a fallacy. The bird may never get the weight required or may be excessively fat in order to carry it. There is, indeed, too much inclination to the "baby beef" style in fitting our birds for exhibition. They should have the size, bone and sinew and muscle, that would give them the weight when in ordinary flesh and not so lacking as to have to be made stupid from excessive cramming in order to be up to weight.

Birds mated now that are in full vigor will give fertile eggs, and chicks hatched from these eggs, if given proper care, will be up to standard requirements by the early fall shows. In mating it is not every prize winner that will reproduce his kind, nor are they—the cocks—always fit for breeding. Confinement in the show room, change in climatic conditions, the vicissitudes of his career as a show bird, all tend to debilitate and unfit him for the breeding pen. Select strong, vigorous, well developed males and give them females that are in the pink of condition and large, for the female controls in great measure the size of the chick and the shape of its head,

while the male gives the color. Amateurs are often sadly disappointed in the results from their matings. They have been charmed with a fine show bird and have paid good money for him not only to meet disappointment in the result of his get, but by implication the seller of the bird is pronounced a fraud. We have before cautioned those in search of breeders to be slow in buying show specimens for their breeding pens and the reasons were given. To the thoughtful they are self-evident. Do not, however, misinterpret us. The show bird if properly handled when his show season is over can be used successfully, but he must have special care and allowed to regain his normal condition or results will be bad. Over-fat either in male or female will result in non-fertility of eggs or very weak germs.

Look to your females for size and do not mate a heavy cock with small hens, but if you cannot get birds that at least approximate standard weights let the cock rather than the hen be undersized.

In a recent issue of a Georgia daily paper we are told that eggs are being imported into that state from the North and West. The same conditions exist in Tennessee and we doubt not in every one of the South Atlantic states. This dearth of eggs and fowls demonstrates fully the need of practical poultrymen. There are a few up-to-date fanciers, but practically no market poultry plants in the entire South—that is, a plant whose business is confined to the production of eggs and fowls for market. There is no finer climate, no more social and hospitable people, no cheaper lands, no better facilities for transportation, building material is not expensive, nor are double wall buildings an absolute

necessity. With all these advantages our Southern people do not catch hold of the business. This grows out of the fact that they lack education along this line. They seldom read a poultry journal and when they do they find that the paper is published and edited by Northern or Western men and they lose all interest, dismissing the subject with the remark that "the conditions are not the same." This objection we are endeavoring to overcome by putting THE INDUSRIIOUS HEN into every household in the South. This we readily admit but investigation will prove that the conditions are far more preferable in the South than in the North or West. The wonder to this writer is that some first class poultryman of the North or West does not get in touch with some of the few men in the South who have a practical experience and a firm faith in the business, but are held back by the lack of capital, and project a plant of such dimensions in the South as will bring to its owners a remunerative profit and at the same time show the doubting that there is money to be made in the poultry business in the South.

THE INDUSTTIOUS HEN is a great forager and has been to the World's Fair Show, to very many of the county fairs, to Birmingham and Anniston, Ala., to Chattanooga, Tenn. and is now preening herself for Huntsville and Montgomery, Ala. for Atlanta, Ga. and for Raleigh and Charlotte, N. C. The many friends she has made and is hoping to make must not fail to look for her for she will be present and will be sure to cackle and let you know where to find her. Watch for her.

BREEDERS-BUYERS.

To no two classes of men do disappointments come more frequently than to breeders and buyers of fine poultry. The breeders' disappointments and vexations as well, are almost innumerable. The buyers' disappointments come less frequently and often arise from his own imprudence or neglect.

Nothing can be more vexaticus than to follow the scientific(?) methods as now advocated by advanced thinkers in poultrydom and mate up your pens for pullets and lo! the outcome is a handsome display of cockerels. Science, so called, has unraveled many mysteries, but has she in very truth taught us how to associate the sexes so as to produce either male or female in their progeny as we may elect? We do not think she has in the world of poultry, no, not in the animal world. The mysteries of creation are as yet unsolved, yet we have learned much while more remains hidden than the wisest among us has yet discovered. We would not have any one infer however that breeding poultry for points is chance or haphazard work. When the breeder has used proper care in the selection of his breeding pens we know from experience that he can mate his birds so as to, in a measure, control their form, plumage and that, as in the human family, the characteristics and predisposition of the father or mother or both will be largely apparent in the child, so the quality and general make-up of the parent stock will be present in their progeny and will remain so for generations, conditioned on the fact that inbreeding is not resorted to for too long a period. The wise in their own conceit claim to be able to mate the sexes throughout the animal kingdom so as to be unerring in

their production of male or female at will—we have not yet advanced so far in the hidden mysteries of procreation.

The true breeder, the one who loves his birds, who studies not only the surface but is willing to "grope in the dark" if mayhap he may fall in with some of nature's secrets, is often grievously disappointed and not a little vexed with himself when he finds after weeks and months of patient waiting that Dame Nature has lured him on and on and that in his self-confidence he has been chasing a veritable "will o' the wisp."

It is necessary that we must face disappointment along these lines if we wish to reveal the hidden mysteries that lie deep beneath the surface. Such disappointments are bad but not unexpected, but there are others that make the blood tingle and often arouse the ire of every honest breeder.

Stock quotations are asked for, the character and use for which the bird is desired carefully gone into; the paper used in the correspondence bears no business headline, it is simply that of a civilian.

The quotations are given on the bird desired. In due course the order comes. The breeder selects with due care, knowing he has his reputation either to make or maintain, the bird that in his judgment most nearly "fills the bill," and sends, as he honestly believes, value received.

Again the mails are opened and on a letter sheet that bears wonderful headlines as to the purity and desirability of Mr. So-and-So's stock, he finds that the birds have not only reached their destination but that the buyer has heretofore kept himself hidden, and now, being subjected to disappointment, proceeds to reveal himself and to inflict upon the breeder a far greater disappointment than his own,

for undoubtedly the breeder hoped to please his customer, but by the bitter sarcasm of his letter he is very much displeased—so a double disappointment has resulted.

The breeder should take consolation, for every buyer, who either from motives of economy or what not, who so far forgets himself as to endeavor in any way to conceal his identity, deserves disappointment, nor can you always take such epistles as bearing the true sentiments of the writer, being, shall I say, dishonest? He has been surprised at the excellence of the stock sent him and his object may be to keep or make you dissatisfied and so discourage you in order to keep you out of the field, knowing as he does from the specimen sent the superiority of your stock over his own.

To the true breeder then let us say keep up your heart, let not disappointments, and vexations harass you, be true to your aim and await the success that must ultimately be yours.

The buyers' disappointments result largely from lack of knowledge as to his wants, else an absence of a memoranda of what description he gave when he ordered his birds; if an amateur, an indefinite idea as to what are the standard requirements in the breed of fowls he has ordered.

No breeder can afford to sell birds that approximate the standard for a mere pittance—it requires care and time and patience as well as capital to rear them and there is no profit in "swapping dollars;" but unfortunately there is a large class of buyers who expect something for nothing and buy when stock is cheap, thus disappointing themselves.

The buyer would often fare better if he would simply tell his needs to the breeder and state the sum he could afford to invest. The buyer oftentimes places his

expectations far too high, being led at times to do so by the not too honest display of type used by the seller. Sometimes he gives an order to a breeder whose stock has attracted his attention in the show room, and is grievously disappointed when the specimens sent do not show up like those he saw. Let him remember that the birds in the show room were put through a special training and preparation, a cleansing of plumage, shanks, etc., that those shipped him have not had. His birds are, no doubt, equally as fine, but are shipped direct from the range and are, of course, "rangy," and possibly somewhat soiled in plumage, besides showing up badly from their confinement and journey.

To the buyer we would say then, do not place your expectations too high and be slow to accuse a reputable breeder of not acting "on the square" with you. Let both learn to "bear and forbear" and all will be serene and happy down on the farm.

Are you not interested in the HEN? Read what she has done and is doing.

Seven months ago the HEN was hatched under rather bad conditions and turned loose to look out for herself. With the instinct of self-preservation she at once began to hustle for her living and she is still on the hustle. In her hustling she has made many, many friends, in fact few would believe that she now goes to visit FOUR THOUSAND, all of whom she has secured by her own energy and the further fact that she is a pure bred and is not ashamed to be seen in the hot competition given her at the World's Fair, nor is she unaccustomed to preening herself at county fairs and the local shows. Not satisfied with the many friends she has gotten in her rounds, her owners began to look out for more friends for her

and at considerable expense they have secured the entire list of The Poultry Review of Busleton, Philadelphia, Penn., having purchased that Journal from its owner, John F. Eisenhower. Mr. Eisenhower will represent THE HEN in Pennsylvania and nearby States. Look for further announcement in January issue.

BIRMINGHAM SHOW.

Birmingham is noted for good shows and of its eight, each one has been better than the preceding one, but this one eclipsed all others combined, as it numbered between 800 and 900 birds entered. Not only was the number good, but the quality was especially high. It was the comment of all the poultry people present that, taken all in all, such a show has possibly never been here in the South, certainly not in the remarkable good qualities of the birds displayed. Birds that would score 92, 93 and even 94 points were not necessarily prize winners, even in the difficult classes, such as the B. P. Rocks, Brown Leghorns, and S. L. Wyandottes.

The B. P. Rocks were in evidence as usual with a class that excelled anything I have seen at a Southern show. There were 27 entries. Loring Brown, the judge, stated that this was the strongest B. P. Rock exhibition he had ever seen, and his judgment certainly is good.

One of the leading exhibitors in B. P. and Buff Rocks was Prof. J. H. Crowell, of Parrot, Ga., a well-known writer and contributor to the poultry press, and especially to THE INDUSTRIOUS HEN. As usual, he was there with a good lot of birds, and in a hot competition carried off first pullet in Buff Rocks.

J. C. Adams, President of the State Poultry Association, had an entry of 7 birds B. P. Rocks. Notwithstanding his small entry, he carried away first cock, first

cockerel, first pullet and first pen.

The Belle Meade Poultry Farm, Dr. F. I. Tarriant, President, Walter P. Laird, Supt., had on display for exhibition purposes only, White Rocks, S. C. Brown Leghorns, White Wyandottes. They entered for competition W. Rocks only, and out of a possible four prizes, received two, one being first cock and the other first pen.

The well-known M. S. Cope-land, of Powell's Station, Tenn., was at his first show in this part of the South, but his birds, as usual, won a good list of premiums.

John E. Harris, of Birmingham, breeder of S. L. Wyandottes and S. C. Black Minorcas, had an entry of 10 S. L. Wyandottes and 6 B. Minorcas, and won a fine list of prizes.

B. C. Garmon, of East Lake, Ala., won first and third pullets, second hen, and first and third pens in Buff Leghorns; in Buff Wyandottes, first and third hen, second cock, first pen.

G. W. Gilliam, of Monteagle, Tenn., won first cockerel and tied P. H. Walker for second pen.

P. H. Walker, of Cleveland, Tenn., won first and second cock,

The R. I. Reds although comparatively speaking, a new breed were very strong at this show. They were next to the B. P. Rocks and Wyandottes in number. While the class was not as high as can be seen around Boston, yet they showed their merits and won many friends. L. K. Terrell won 1st cock, 2nd cock, 3rd cockerel, 1st hen, 1st pullet, 2nd pullet, 3rd pullet, 1st pen, 2nd pen.

Mrs. Florence Forbes had 19 entries of S. C. B. Leghorns and White Leghorns. She had the remarkable record of 16 birds scoring over 90, and 9 birds scor-

(Continued to Page 14.)

WHY DON'T KNOXVILLE HAVE A POULTRY SHOW?

For fifty years or more East Tennessee has been noted far and near as the greatest poultry producing section of the U. S. And to-day there is no section in the South that contains more breeders of high class poultry than East Tennessee. During the Fall of 1904 birds from East Tennessee have won highest honors in poultry shows from Richmond, Va., to San Antonio, Texas. And at the great World's Fair at St Louis, East Tennessee birds won 1st against strongest competition ever encountered. Where in this entire Southland can you find more enthusiastic and better breeders than Pryor Walker, Cleveland. Childress, Sweetwater. Bane, and Doak, Russelville. Copeland, Powells Station. Bell, Carter, Cooper, Henderson, Knoxville and hundreds of others all over East Tenn. We think we are pretty well acquainted with the poultry situation throughout the South, and we have no hesitancy in saying that there is no other city or town in the entire South that has as many breeders of Fancy Poultry and so much fancy or high class poultry within a radius of 10 miles as Knoxville, Tenn., has. While in the yards of a noted Breeder of Brown Leghorns at Knoxville one day last week we were shown a cockerel that an offer of \$100. had been refused for. At the yards of another breeder near Knoxville we noticed a Brown Leghorn in a coop ready to ship to a noted New York Breeder for which he was paying \$25. Now do you wonder why I ask the question "Why is it that there is not each season a Great Poultry Show held in East Tennessee?" And why is it that the show is not held in Knoxville, the city situated in the very center of this

famous poultry section. And a city that has in her Market Hall, a building that is best suited of any I know of in East Tennessee for holding a Poultry Show. This season, Atlanta, Ga., Charlotte, N. C., Birmingham, Ala., Huntsville, Ala., Chattanooga, Tenn., and other places are holding Poultry Shows and I know that many birds from East Tenn. and especially from Knoxville are being shown at these shows. Why is it that the breeders of East Tenn., must be put to so much expense and trouble to exhibit their stock. Now let this condition cease and let us next winter have at Knoxville one of the largest and best Poultry Show ever held in the South. Or even the U. S. We have got the Breeders we have got the Stock. Have we got the Grit and Energy? We hope that the Breeders of Knoxville will take this matter up at once and push it. Surely the enterprising City of Knoxville will donate the Market Hall for one week in which to hold the Show. A good Poultry show in the City of Knoxville will do the Poultry interest of East Tenn. more good than anything that could occur. And let us have it. Let all the Breeders of East Tenn. meet in Knoxville and have one week of solid enjoyment in comparing their Birds and talking Poultry with each other. It will learn us all something. And we will all be benefited. And we want the Editor of the INDUSTRIOUS HEN there and we will see that he gets enough Subscribers and Advertisements to make him Crow for a long time.

D. M. OWEN,
Athens, Tenn.

A favorite remedy for roup is, a tablespoonful of clear lard, half a tablespoonful each of vinegar, cayenne pepper and mustard; mix well together; add flour till

the whole has the consistency of dough, roll into slugs about the size of the top joint of the little finger and put one down the patient's throat. Repeat in twelve hours if necessary. One dose often cures a mild attack.

At the risk of "threshing over old straw," let me say to the beginner in poultry, GO SLOW. Having been told that one hen will easily yield a clear profit of one dollar per annum, do not imagine that you can take one thousand hens and clear one thousand dollars. The PROFITS are easy to work out on paper, where no allowance is made for the ravages of all the enemies of the poultry yard, and where it is taken for granted that you are an EXPERT raiser of chicks. Begin in a small way, and when you have mastered the business, you can enlarge it as the demand for your stock increases.

We have found that comfortable quarters, kept scrupulously clean, is one of the first requisites of success. Hens to lay, especially in winter, when eggs command the best price, must be kept warm and well fed, for, if not properly housed, a large percentage of the food given them is consumed in supplying the body with warmth, and the egg production is curtailed just that much. Cleanliness is of vital importance, for in filth vermin breed, and no vermin-infested fowl will pay for its keep.

Chickens are kept for two objects—to supply eggs and furnish flesh for food. It is hardly to be expected that the same breed is capable of filling the highest degree of excellence in both of these desirable requirements. The large Asiatics may be beaten in egg production, but unquestionably they can supply more flesh for the table than the smaller breeds.

WHY I FAILED WITH POULTRY.

When I first entered into the poultry business, now many years ago, I must confess I had but little experience and hence failed again and again. The causes I will try to explain:

While poultry keeping was rapidly extending in all directions and recruits were constantly joining the ranks, having some capital, wanting an occupation, and being extremely fond of fowls, I thought I would join the ranks. There appeared to me a special wealth-producing faculty in fowls. I soon found that failure applied specially to poultry farming and to poultry keeping on a more or less large scale. It was not exactly, as other people I afterward met, that I was really unfit for the undertaking. But being somewhat ignorant of all matters relating to poultry, except, perhaps, that hens some times lay eggs. Having sufficient means, I started by engaging a poultryman, well recommended to me, who I soon discovered knew little more about fowls than myself; but needless expensive houses and runs were put up, stock birds were obtained without judgment and feeding was done on wrong lines. Under these conditions it was natural that failure resulted.

Becoming fairly acquainted with the details of poultry management, I sold off a great deal of stock on hand, and tried again on my own land in a small way, not attempting more than I could possibly attend to and avoiding all possible waste and studying the breeds of poultry that were likely to be the best suited to our local market.

But, as with other small poultry keepers who often breed fowls for a year or two, I had again nearly to give them up as a delusion, my too hurried a practice having this time been "over-feeding" the birds. It should be

and it is a very simple matter to give them just as much at a meal as they will eat greedily and no more. Upon inspection it was found that grain or other food was always laying about in my yard, so not only over-feeding but waste also was the cause of my failure. But I since found that hens will become fat internally but also lay indifferently when food is always before them; and in addition to this there was the extra cost of food thus wasted.

Another cause of failure; my disinclination to get rid of old hens, and to replace them by younger birds; keeping the same hens year after year, because they laid well in their youthful days and also keeping others, because I liked their color, the results being that instead of obtaining from 120 to 150 eggs annually from each hen, I found that 80 was much nearer the mark, which was barely enough to make poultry profitable and giving colour to the saying that the eggs cost the amateur poultry keeper about 25 cents each. I found then that no hens should be kept after they are at the most three years old (unless she is very valuable for fancy points,) and certainly not the hens that are required for egg production only. It always paid me better to give the hens away than to keep them through the fall and winter with hopes that they may lay a few eggs in Spring and Summer.

Another cause of failure of mine, was lack of cleanliness, my houses and runs being dirty rendered them conducive to vermin and disease. All young stock later on kept clean and fed with judgement and in moderation and all houses being properly ventilated without admitting wet nor draught did well and brought me in ever since a good income, with no prospects of another failure, and always, besides filling the

egg basket, a profitable balance sheet.

A. V. MEERSCH.

Poughkeepsie, N. Y.

To introduce standard bred poultry among our farmers is a more difficult task than many would suppose. There are reasons for this which are in some instances well grounded. That a neighbor ordered fine stock and was fleeced, is often heard. This is, in a few instances, true, for the poultry business has unscrupulous men engaged in it, as has every other. More often the neighbor is to blame. He has perhaps given his fowls, after purchase, no care, and, of course, has not succeeded. Or, he may have turned a fine cock among dung-hill fowls and then claimed the progeny as thoroughbred, thus despoiling his neighbor. The poultry industry has, however, come to stay, and despite the frauds that are sometime practiced on the unwary, the thoroughbred bird has the winning card.

There is a wide field in the rearing of capons—the capon holds the same relation to the cook that the barrow does to the boar. The demand for this fowl, in the Northern markets, is far above the supply. There is already a call for them by our best hotels, and this call will be supplied, if not by us, then by those more distant. The art of caponizing is not a difficult one, nor are the tools expensive. Learn it, and receive from twice to three times as much for your cockerels as you do now.

You will find a goodly number of new advertisers with us this month. They are worthy of your patronage and more will be said concerning their fowls at a later date. Suffice it to say that you are safe in placing your orders with any one of them.

BIRMINGHAM SHOW.

(Cont'd. From Page 11.)

ing 93 and 2 pens scoring 188 and 188½ points. Mrs. Forbes is a Southern woman that is making a reputation for the poultry of this section, and what she has done, many of our Southern women can do and if they will only apply the same business acumen and energy to the poultry work that she has. She has good birds for \$1.00 and \$5.00 each.

M. H. Bemiss in Buff Wyandottes won 1st cock and 2nd hen.

C. W. Hall won 1st hen, 2nd hen and 3rd hen in S. C. Buff Orpingtons.

E. H. Galusha, Ensley, Ala., the noted breeder of Bantams had on display the following famous birds. The first prize 95 points Seabright winner at the World's Fair over some of the best birds from Canada and the United States and the pick imported from England. Also the first Buff Cochin Bantam in a class of 17 pick winners at the best shows in England and America. He also had his 5 Worlds Fair winners, White Japanese, and the Black Cochin Bantam who is now 6 years old and has made a complete round of all the Southern, Eastern and middle West shows and never yet failed to take the first. He looks game enough to take the first at many shows yet. Mr. Galusha had on display 32 birds.

Among the exhibitors who have a large bunch of ribbons to their credit are Dolan Bros., Birmingham, Ala., breeders of high class Brahmas. Their winnings at this show in the L. Rrahmas are continuous without a break since 1899, including first prizes at the State Fairs. They had 14 birds in competition. They won the first cock, 1st pen, and in fact the entire first.

Addison Brannin, Aberdeen, Miss., won 1st, 2nd and 3rd pullets, 1st cock, 2nd hen, 1st pen,

in Buff P. Rocks.

Rosedale Poultry Farm, Birmingham, Ala., won 2nd cockerel, and 2nd pullet in Barred P. Rocks.

The Moses Kennells had on exhibition a display of Boston Bull Terriers, French Silk-haired poodles, and the English Bull Terriers all pedigree and registered stock. This display was one of the favorites on exhibition and never failed to attract attention.

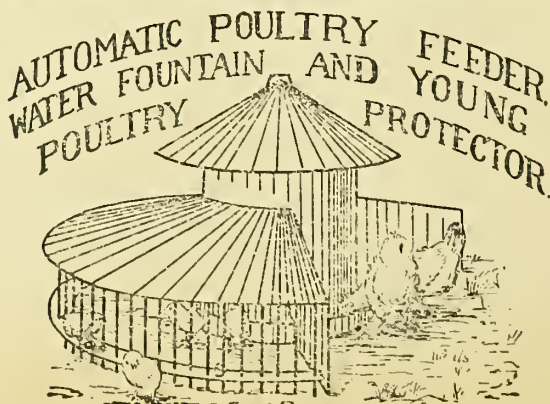
The publisher of the INDUSTRIOUS HEN secured a nice list of subscribers, and with the subscriptions from the Anniston, Huntsville, Montgomery, and other Alabama shows, we hope for a list in Alabama of over 1500 readers by Feb. 1st.

Our thanks are due to Charles Barbee, Sect'y, for courtesies extended.

Reese V. Hicks.

The show at Montgomery, Ala. will be held Jan. 18, 19, and 20th. Unusually attractive premiums of \$3 for 1sts., \$1.50 for 2nds., and \$5 for 1st. pens, \$2.50 for 2nd. pens, and five special solid silver cups, valued at \$10, for the five leading varieties. The show will be in the Auditorium, a model building for light and in the center of the city. THE INDUSTRIOUS HEN man will be there. Write J. C. Adams, Pres., or L. D. Teasdale, Sec'y., for catalogue.

A good flock of well bred hens is an excellent mortgage lifter.



Owing to sickness, Judge L. W. Hutcheson, will be unable to judge the Mississippi show at Aberdeen, Miss., Jan. 9-13, but Judge Loring Brown, of Smyrna, Ga., will place the ribbons. Premiums are open to the competition of the world and everybody invited to exhibit. Write to the Secretary, Addison Brannon, Aberdeen, Miss., for the catalog, and look out for the representative of this journal to get your subscriptions and advertising as well.

Brown Leghorns

That Pay. The Kind You Need
Circular Free.—J. H. HENDERSON,
KNOXVILLE, - TENNESSEE.

LONG VIEW POULTRY FARM

Home of Thoroughbred Poultry.

BUFF COCHINS, B L A C K
LANGSHANS, LIGHT and
DARK BRAHMAS,
BARRED PLYMOUTH ROCKS,
BROWN LEGHORNS, BUFF
ORPINGTONS, BLACK
MINORCAS, SILVER
LACED WYAN-
DOTTES.

EGGS, \$1.50 FOR FIFTEEN
Address, LONG VIEW POULTRY
FARM, Sta. A, Atlanta, Ga.

NOTICE TO ADVERTISERS.

Our advertising rates will be increased 50 per cent. on Jan. 1, so order your space now at our present rates.

Write for special terms to
Agents.

E. H. TURNER,

Inventor and
Manufacturer

TIPTON, --- IOWA.

COUNTRY POULTRY.

The "INDUSTRIOUS HEN" as a poultry journal is making a good start toward improving country plans for increased production of eggs and broilers. The single aim of your paper is quite an item in your favor, as on the country farms, our energies are often scattered over too much land or too many crops requiring attention in season. The political and religious papers often undertake to keep up a farm, garden or poultry column but it is usually filled with second-hand matter. If the farmer friends of your paper can only read and practice the advice and helps given in your columns there will be good results. While you must depend for the support of your journal for some time mainly on the town and country poultrymen, who are specialists, poultry breeders trained to this industry, the common people who after all raise the bulk of the market supply should come into your support and labors.

The eggs for market come very largely from the small stocks on farms that are a side line to general farming. True these eggs bring the smallest prices but they are produced at a small cost. These are the homes which the "INDUSTRIOUS HEN" ought to reach, if possible. If the small country farm can be made to double its production by such plans as may be set forth in the paper the result will be a large increase of revenue to the farmers. The hill country of East Tennessee is capable of wonderful enlargement of the poultry industry. The home paper will help to make it.

The "guarantee" by the publisher of the advertisers, who address the public through the "INDUSTRIOUS HEN" is a good idea though a new departure so far as the writer is aware. It will secure your readers against fraud

and also make the advertisers careful in their statements. Those offering valuable items "Free" will not be so prominent as in some other papers but it is time the good people would quit running after "gift enterprises."

You are making a paper from first hands, original articles composing most of the reading pages. This will render better service than articles copied from other journals and often suited to very different conditions of climate.

This Appalachian region has a great many humble homes where honest and industrious people dwell and their earnest endeavors to better their circumstances should not be turned to shams and cheats.

What I have seen of your issues, (I have received every number issued,) justify me in saying that your paper will be useful to all country people whether they are engaged in raising poultry for market or are just providing for the comfort of the home. The practical education in tending to the smallest broods kept on the farms will be a great benefit to the children who are growing up in country homes.

This is a day of much reading and many families are not careful what they read and suffer much loss on that account. The industry you are seeking to improve is worthy of best efforts. If you succeed in starting up many poultry plants in towns, villages and country each one will add to the welfare of the common people.

May you be able to reach a large patronage and greatly increase the aggregate of the poultry industry in Tennessee and adjoining states.

Jacob R. Payne.

Washington College, Tenn.

If you want to get results, try an ad. in THE INDUSTRIOUS HEN.

Ringlets for Sale.

E. B. Thompson's famous Ringlets, C. H. Latham's light Barred Pullet Strain, Fishel's White Rocks, Duston's Pure White Wyandottes, and Burdick's Golden Nuggets, mated and bought direct. 850 large vigorous cockerels and pullets from \$1.00 up. They are as fine as can be found in the South. Line bred from New York prize winners, scoring 93 to 94½. Finest exhibition and laying strains on earth, winning first, second, and third prizes in hottest competition at a number of shows this Fall.

DR. J. W. LASLEY,

Burlington, N. C.

Queenland Farm

Is breeding more for UTILITY than fancy, still it has some birds which are very close to Standard requirements. We make a specialty of the S. C. BUFF ORPINGTONS, but also breed some HIGH GRADE R. C. WHITE LEGHORNS, M. B. TURKEYS and PEKIN DUCKS. We have a nice lot of cockerels which we will sell cheap if taken in Dec. (Can't spare any females in the Orpingtons, Rocks or Leghorns.)

Write for prices on eggs, also if you need a good cockerel, tell what for, whether to cross on common stock or purebred, and we will make prices.

All stock PUREBRED and satisfaction guaranteed. Address, T. M. KING, Hagan, Va., R. F. D. 2.

EGGS FOR HATCHING

From Blue Ribbon Winners.

White and Barred Rocks, Black Minorcas, Buff, White and Brown Leghorns, Silver Laced, White and Buff Wyandottes, Buff Cochins and Golden Seabright Bantams.

Am booking orders for spring delivery at 15 eggs for \$1.50.

MRS. F. L. MIXON,

Sta. A, Atlanta, Ga.

JOHN F. CHILDRESS, Sweetwater, Tenn., SPECIALTY BREEDER OF Prize-winning White Wyandottes.

The Boston Poultry Show to be held in Mechanics building Jan. 17-21, 1905, will be run the same as the shows have been and every effort will be made to make the coming show equal to any of the previous efforts. But then every one knows that the Boston show is and what the management stands for. The prize money will be the same as in the past \$5. for first and \$2 for second and there will be the usual long list of cash specials. There will be a score of the \$100 champion cups for competition, a new one being added this year for the best male Partridge Wyandotte. The entries close Dec. 31st, but should be made as early as possible for no entries will be received after the last pen has been filled. The premium lists should be in the hands of the fanciers before the 15th of December and any one who has not received one by that date should write the secretary, S. H. Roberts, Pawtucket, R. I.

The North Carolina Poultry Association will hold its fourth annual show at Raleigh this year, instead of High Point, the dates being Jan. 10-13 1905. The show will be properly cooped and in the hands of an experienced superintendent and a competent judge every exhibitor will find that his chickens are properly cared for and that the ribbons are justly placed. Besides the regular premiums there are four or five silver cups and over two hundred dollars offered in specials.

The show will be held in a part of the State Museum and the light in the building is exceptionally fine. The building is in the heart of the city and the show will be well patronised. The

**WILBER'S
GEM
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**S. C. WHITE LEGHORNS
World's Fair Winners.**

With 3 entries, won 6th Pullet and 7th Cockerel in largest class ever exhibited in the world. Many cockerels and pullets of equal quality and better to select from at low prices.

EGG ORDERS BOOKED NOW.

Best to send order today. Handsome large catalog and annual egg circular free which tells all with prices, or write your wants.

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WHITE WYANDOTTE and WHITE LEGHORN Specialist.
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WHAT? Why of Egg Laying. It could not be helped after being bred to lay nine years by the record system, using trap nests.

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Blockey, blue-blooded, bred for eggs, farm raised, healthy, hardy hustlers, money makers. The first and longest bred in the South for eggs. Eggs, 15 for \$1.50, 40 for \$3.00, or 100 for \$7.50.

SPECIAL MATING: Hens score 90 to 96. Egg record 180 to 201. Cock from 201—Egg dam score as ckl. 93. EGGS, 15 for \$2.50, or 30 for \$5.00.

A FEW HENS AND PULLETS FOR SALE.

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Cedarcroft,

Russellville, Tenn.

show at Atlanta has agreed for you A 1 birds for a reasonable all birds that are exhibited there sum. That they please is shown and that are entered for the by the many satisfied customers show at Raleigh to be shipped they have. out of Atlanta in full time to reach the Raleigh show. Write to J. S. Jeffry, West Raleigh N. C. for premium list.

Wilber Bros., Petros, Tenn. have a change in their advertisement this month. It will pay you to hunt it up and read it. These gentlemen were among the prize winners at the Worlds Fair Poultry Show and they have good birds. They deal fairly and give to their customers full value.

They do not send you culls for prize winners but they do send

keep you posted on poultry. The sixth annual exhibition of the North Alabama Poultry and Pet Stock Association will be held at Huntsville, Ala. the 26-30 of Dec. This is one of the oldest associations in the south and with its excellent management will prove a success. The awards will be made by Judge F. S. Marshall, of Atlanta, Ga. than whom there is none better. Better send some of your birds.

THE INDUSTRIOUS HEN will



R. C. Brown Leghorns, S. C. White
Leghorns, S. C. Black
Minorcas.

Pens headed by prize winners. I would be pleased to have your orders. Eggs, \$1.00 per 15, or \$1.80 for 30, or \$5 per hundred.

FRED AXLEY, Philadelphia, Tenn.

BIG BONED } White Wyandottes and S. C.
BIG BODIED } White Leghorns.
Unlimited Range } Eggs ready March 1st., \$1.50 for 15.

One White Wyandotte Cock direct from Acme Poultry Yards, sire of my best birds for sale, \$3.00.

White Wyandotte Cockerels, extra large fine birds, \$1.50 each.

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BROWN LEGHORNS

(EXCLUSIVELY.)

Huntsville, Ala., January 4-9, 1904, 1st Cockerel, score 95; 2d Pullet, score 94 1-2; 1st Pen, score 188 7-8. Charlotte, N. C., January 12-15, 1904, 1st Pullet, 1st Pen, 2d Cockerel, 2d Pullet, 4th Pullet. Atlanta, Ga., January 26-30, 1904, 1st Cockerel, 1st Pullet, 1st. Pen.

Young stock ready for shipment. Send for circular.

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**240 Egg Strain Rose and
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Over 40 Prizes in the Garden on the Leghorns. Rose and S. C. WHITE LEGHORN. No better layers. Large, white and winners. WHITE WYANDOTTES. (Duston.) Five Firsts in one show. BARRED and BUFF ROCKS. The real thing.

COLLIE and BULL TERRIER PUPS and DOGS. Cat.

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Send 10 cents for our paper, AMERICAN SPORTING JOURNAL, and we will mail you free, our elegant illustrated and descriptive GAME FOWL CALENDAR for 1905. It can't fail to please. Address

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THE INDUSTRIOUS HEN

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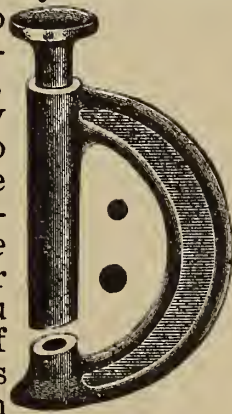
During the next few months she offers them great bargains in all kinds of Job Work.

COLOR WORK A SPECIALTY.

Let us quote you prices.

A 25c CHICK MARKER FREE.

Every poultry raiser needs one of these handy markers. It takes just a little time to punch a small hole or holes in the web between the chickens toes. There are fifteen ways you can mark them. This helps to identify one breed from another, also prevents any confusion in records. We want every poultry raiser to have one of these markers as a souvenir from the Gem Incubator Company. If you would like one of these markers free together with



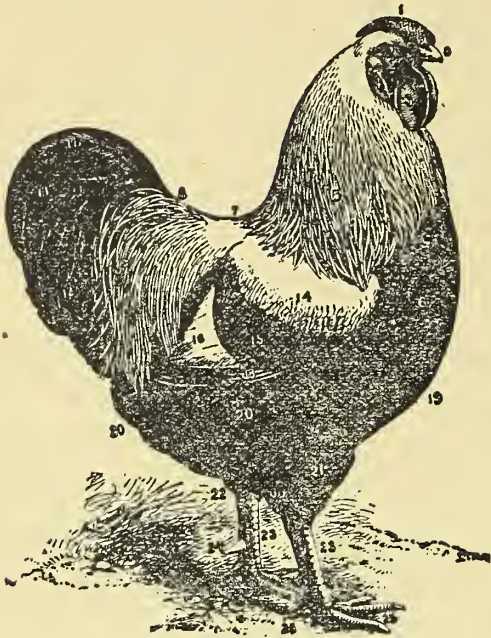
a copy of our handsome new catalogue, make the request at once enclosing 4 cents in stamps for postage and packing, mentioning THE INDUSTRIOUS HEN. and you will receive the same by return mail. Don't delay for the supply is limited. Address: Gem Incubator Co., Box 407, Dayton, Ohio.

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I raise S. C. Brown Leghorns exclusively. I want you to sign my circular. My circular is FREE. If you sign it, I will interest you in my business. A postal card will bring the whole story.

J. H. HENDERSON, - - - KNOXVILLE, TENN.

THE NEW STANDARD.



The above is one of forty cuts used to illustrate the glossary of the New Illustrated Standard which will come from the press about March 1st. No poultryman should be without this book. We are prepared to fill your orders at publishers price—\$1.50 per copy—and will include a year's subscription to THE INDUSTRIOUS HEN.



WHITE WYANDOTTE CLUB.

The annual meeting of the National White Wyandotte Club will be held in Madison Square Garden, Jan. 5th, 1905, in connection with the New York Show.

At this meeting the officers for the ensuing year will be elected, and a large attendance of the members is desired. The club is offering \$350.00 in cash specials at this show, and has done much to advance the popularity of the White Wyandottes, some of which were seen at the World's Fair Poultry Show, where the White Wyandottes led all other varieties, with the largest class of one variety ever gotten together. There were over 800 White Wyandottes on exhibition and they occupied one entire building 200 feet long, with eight rows of coops extending the full length of the building. The building was decorated with red, white and blue bunting, and at each end were fastened long streamers with the words "The Most Popular Variety in the World."

The 1905 club catalogue will be issued in a few days, and a copy will be mailed free to any person sending their name to the secretary,

Ross C. H. Hallock,
St. Louis, Mo.

Uniontown, Ky.,
Sept. 24, 1904.

Mr. W. F. Chamberlain,
THE PERFET CHICK FEED MAN,
Kirkwood, Mo.

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I write to say that I fed your Perfect Chick Feed to my 400 chicks last Spring, and did not lose a chick. Of course, such grand results makes me a grand believer in your Chick Feed.

I would like to feed some of your Perfect Hen Feed and Perfect Mash Egg Feed this Winter to my 250 fowls.

Kindly give me your best prices,

Yours truly,
Mrs. L. Daniel,

SHOW DATES.

Under the above caption we wish to run a complete list of shows. Secretaries are requested to write the Editor at once giving dates, names of judges and secretaries with proper address. State whether score card or comparison.

Atlanta, Ga., Jan. 5-10, '05 C. O. Harwell, Secretary.

Ghent, Ky., Dec. 15-17, Mary Sanders, Secretary.

Owensboro, Ky., Dec. 12-15, '04.—Ben H. Baker, Sec'y.

Chattanooga, Tenn., Dec. 13-16, '04.—W. F. Maury, Sec'y.

Charlotte, N. C., Jan., 17-20, 1905, W. B. Alexander, Secty.

Raleigh, N. C., Jan. 10-13, 1905—J. S. Jeffry, Sec'y., Experiment Station, Raleigh, N. C.

Birmingham, Ala.,—The Alabama Poultry & Pet Stock Association, Dec. 6-9, '04.—Charley Barber, Sec'y.

BREED THAT PAYS.—S. C. Brown Leghorn and Barred Rocks. Winners; young and old stock for sale. Write for my famous illustrated catalogue. It tells all about the largest and best equipped thoroughbred poultry plants in the south-west. W. J. CHENEY, Cuba, Missouri.



For Sale Cheap!

Several of our large, new Incubators and Sectional Brooders. We will no longer ship out Incubator chicks and will dispose of half of our Incubators and Brooders at great sacrifice. Write for prices on eggs and poultry.

New Departure Poultry Plant,
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The Industrious Hen

and your choice of any of the following Journals for FIFTY CENTS:

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Special Sale.

Following my usual custom, I am offering special bargains during the summer months, in BARRED PLYMOUTH ROCKS and eggs. Have 50 yearling hens to offer at less than

HALF PRICE.

This is the greatest opportunity of your life to secure some of my famous prize winning strain of Rocks.

Nothing Like Them in the South.

Will sell eggs from my best matings at half price—\$1.50 for 15.

Write me your wants and see if I don't please you. Catalogue giving show record if you want it.

A. E. TATE,
HIGH POINT, N. C.

NUGGET STRAIN

Buff Rocks

FOR SALE.

I have a number of good young birds for sale at very reasonable prices, considering quality. A dollar buys as good birds from me as \$5.00 will from Northern breeders. EGGS: \$1.50 per 15.

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Buff and Barred

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EXTRA QUALITY.

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Ask your dealer for Chloro-Naphtholeum. Accept no substitute. Send to us. We ship, freight prepaid, 1 Gallon, \$1.50; 2 Gallons, \$3.00; 5 Gallons, \$6.75. Special prices in larger lots. Send for our Free Book, "Diseases of Swine." We send it free on request.

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Will meet any train (5 carry passengers to and from RUSSELLVILLE every day) by appointment and entertain prospective purchasers.

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Shorthorn herd headed by Champion NOMINEE. South Downs of English breeding. Fowls and stock in 1-4 mile of Depot at RUSSELLVILLE, TENN. W. B. DOAK will furnish any particulars wanted, giving special care to mail orders.



**Barred Plymouth Rocks
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—AS BRED BY—

C. P. Hale, Sweetwater, Tenn.

—ARE—

Ideal farmers fowls at farmers prices. Write for prices. R. F. D. No. 1.



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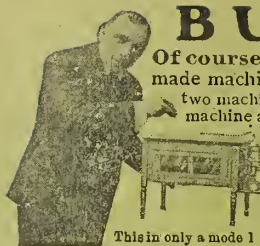
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THE INDUSTRIOUS HEN, Madisonville, Tenn.





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This is only a model

Buff Rocks and Buff Orpingtons.
Send for Prices.
F. P. KANESTER, Cleveland, Tenn.

**HIGH SCORING, PRIZE WINNING
BUFF LEGHORNS and BUFF
ORPINGTONS.**

The two most popular breeds for eggs and the table. My Buff Leghorns have been exhibited at most of the leading shows in the South for the past four years and in every one of them won the first prizes. I have been breeding them 12 years and have the finest lot of youngsters I ever raised, for sale.

Any person who buys Buff Leghorns from me, has the right to examine them at their express office. If they find they are not just as I represent them to be, return them to me without delay and I will pay express charges both ways and return every cent of money paid me and they shall not be out one cent. What breeder will do you better? Who will do you as well? My Buff Orpingtons are fine. I can spare a few pairs and trios of them. Eggs from Buff Leghorns and Buff Orpingtons for sale. **P. H. WALKER, CLEVELAND, TENN.**



Score 95 1-2 Madison Square Gardens, 1904.

S. C. White Leghorns exclusively.

Exhibition birds a specialty.
Eggs and stock for sale.

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R. C. WHITE LEGHORNS,

 THE GREAT EGG PRODUCERS OF THE WORLD. 

Young stock now ready at prices to suit
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CHICK FEED.

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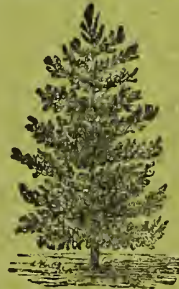
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Chamberlain's Perfect Feeds are all original and are the standard poultry foods of the world. Nothing just as good. Perfect Mash is the great moulting feed. Chamberlain's Perfect Lice Powder 25c per pound. Chamberlain's Perfect Live Ointment 50c per jar. Some agents can sell at St. Louis prices, others cannot on account of the high rate of freight, but add a reasonable profit. **FOR SALE BY** John Leifer & Co., Little Rock, Ark.; J. Winder & Co., Cincinnati, O.; Barber & Bro., Birmingham, Ala.; J. Steckler Seed Co., New Orleans, La.; Alexander Seed Co., Augusta, Ga.; Southern Poultry Supply Co., Washington, D. C.; Belmont Farm, Smyrna, Ga.; G. B. Benedict, Elizabeth, N. J.; A. D. Woods & Sons, Louisville, Ky.; R. W. Davidson & Co., Mobile, Ala.; H. G. Hastings & Co., Atlanta, Ga.; Waggoner & Bro., Johnsonville, Tenn.; Norton Poultry Farm, Dallas, Tex.; W. A. Houghston & Co., Tuscaloosa, Ala.; E. S. Brown, Tampa, Fla.; Southwestern Seed Co., Fayetteville, Ark.; Ferd Staffel, San Antonio, Tex.; A. H. Soekland, Stuttgart, Ark.; D. T. Hargraves & Co., Helena, Ark.; Hausgen & Fulton Co., Anchorage, Ky.; The Styles Co., Oklahoma City, Okla.; Wm Elliot & Sons, New York City, N. Y.; Joseph Breck & Sons, Boston, Mass.; Cherry Hill Poultry Farm, Columbia, La.; Richart & Schulte, Houston, Tex. **EGGS! EGGS!** We have 1000 high grade White and Brown Leghorn Hens and to get your name will send two settings for \$1. We do this to send you our Catalogue. Only two settings sold to any one party. Eggs sold at all times of the year. **W. F. CHAMBERLAIN, "The Perfect Chick Feed Man," St. Louis, Mo.**

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